



December 2018

RE: Update to Supply Constraints to BD Hypodermic Systems Products

Dear Valued Customer,

We want to first recognize your patience as BD continues to drive towards rapidly improving the continuity of supply for the US channel during this market-wide shortage of General Use Syringes and Hypodermic Needles.

Of utmost importance is meeting the primary need: supplying high-quality products that countless healthcare providers and patients rely on every day for essential medical care; delivered on-time, in-full to you.

In this communication we will provide the following:

- Detailed view of the recovery projections for each Product Family in the BD Hypodermic portfolio
  - Please refer to Recovery Projection Table at the end of this letter
- Explanation for the prolonged timing for recovery and state of the market
- Overview of the initiatives underway to improve performance

### **Prolonged Timing for Recovery**

In our previous communication we set the expectations that BD would be back to normative inventory availability on Hypodermic Needles by the end of September. We additionally projected that BD would see continuous improvement every month with supply constraints on the Small Volume Syringes (1/3/5/10mL) through September; constraints on Large Volume Syringes (20/30/60mL) throughout calendar year 2018.

Several internal issues and external causes resulted in our challenge to satisfactorily meet those time frames:

As a result of the **US FDA's UDI compliance**, BD was required to make changes to the labeling of products. This required designing, printing and validating new labeling as part of the production process. The timing of compliance for Class II medical devices was September 2018. Therefore, overall production and output was significantly disrupted as BD Manufacturing Operations worked to implement the new packaging.

For more information on BD's UDI compliance and implementation, please visit:

<http://www.bd.com/en-us/company/trading-partners/unique-device-identifier>

In order to meet the increased market demand BD is making **ongoing capital investment and expansion** across manufacturing plants to deliver **increased operational capacity and output of volume**. The timing and installation of this new capacity, and the validation of the production quality requires significant logistical resources that result in having to divert output from the base production lines. While the diversion is for slight periods of time, any disruption, no matter how minimal, has a magnified effect during these supply constraints.

The **prolonged and volatile surges on demand** for varied products across the BD Hypodermic portfolio is driving a bullwhip effect across production sites and therefore **straining BD's manufacturing supply network**. Supply and operational continuity disruption, and product discontinuations, from alternate hypodermic suppliers, resulting in the need for BD to backfill that volume for products including:

General Use Syringes; Large Bore Medication Preparation and Filter Needles; Enteral Feeding Syringes; Sterile Syringe Convenience Trays.

Additionally, the current **Flu Immunization Season** (September – December) is causing BD to experience **historical levels of surge demand** that is 120% of normative forecast for BD Hypodermic items related to vaccine administration. This surge demand is further constraining an already tight supply situation.

### **Initiatives to Improve Performance**

In addition to the increased operational capacity and strengthening of supplier networks, BD is actively working towards process improvements when it comes to supply management and customer communication.

We are developing a more robust integrated business planning approach to **Sales, Inventory, Operations & Demand Planning**. This will better enable us to be more agile in response to market shifts and demand volatility enabling more effective supply chain management.

As well, we have commissioned a workstream dedicated at enhancing the overall BD Customer Experience with a specific focus on **Order Fulfilment and Customer Communication**. The vision of this initiative is a best in class experience during the order fulfilment process with the objective of generating reliable, accessible information in a timely manner while ensuring visibility regarding product availability.

At BD we remain steadfast in our dedication to our customers and demonstrating our commitment to this product category by enhancing our production and supply to help our customers during these challenging times. Our tireless focus on improving our products, processes and services means one thing: Our customers can keep their focus on providing patients with the best care possible.

We look forward to continuing to be your partner of choice in advancing the world of health.

Kind Regards,

*Kevin*

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## Recovery Projections

The attached table provides a view at the Product Set level and where necessary, at the Product Material level.

- We expect to be at positive inventory levels in BD Distribution Centers by the last day of the month indicated in the Expected US Channel Recovery.
- The status “In Stock” indicates those Product Sets that currently have healthy inventory levels and a steady production plan that will accommodate projected demand forecast throughout 2019.
- Those Product Sets identified as “Rolling Back-Order” indicate items where BD will continue to experience less than full fill rates on orders. These rolling back-orders are the direct result of increases in demand over projection, and has put BD in a more limited inventory position for the short term. There is no disruption in BD’s ability to manufacture these products. We continue to produce and ship product every day to our distributors to service the channel.

When it comes to both the General Use Syringe and Hypodermic Needle categories, BD has a multitude of alternative items in the medication preparation and delivery process that can be used with minimal change or disruption to clinical practice.

Your dedicated BD representatives will work closely with you to provide guidance on clinical alternatives, updates for order fulfilment, and answer any other questions you may have. Please contact your BD Vascular Care Territory Manager or BD Customer Service at 1.888.237.2762 for more information.

## Syringe & Needle Combo

Product Set	Status	Expected US Channel Recovery
1mL Syringe & Needle Combo	<a href="#">Rolling Back-Order</a>	March 2019
3mL Syringe & Needle Combo	<a href="#">Rolling Back-Order</a>	March 2019
5mL Syringe & Needle Combo	<a href="#">Rolling Back-Order</a>	March 2019
10mL Syringe & Needle Combo	<a href="#">Rolling Back-Order</a>	March 2019

## Syringe Only (Luer-Lok and Luer Slip Tip)

Product Set	Status	Expected US Channel Recovery
1mL Syringe Luer-Lok (BD #309628)	<a href="#">In Stock</a>	
1mL Syringe Luer Slip Tip (BD #309659)	<a href="#">Rolling Back-Order</a>	March 2019
3mL Syringe Only (BD #309657 / 309656)	<a href="#">In Stock</a>	
5mL LUER-LOK Syringe Only (BD #309646)	<a href="#">Rolling Back-Order</a>	March 2019
5mL LUER-SLIP Syringe Only (BD #309647)	<a href="#">In Stock</a>	
10mL Syringe Only (BD #302995 / 303134)	<a href="#">In Stock</a>	
20mL Syringe Only (BD #302830 / 302831)	<a href="#">Rolling Back-Order</a>	March 2019
30mL Syringe Only (BD #302832 / 302833)	<a href="#">Rolling Back-Order</a>	April 2019
60mL Syringe Only (BD #309653 / 309654)	<a href="#">In Stock</a>	

## Specialty Syringe Only

Product Set	Status	Expected US Channel Recovery
1mL Luer-Lok Insulin (BD #309629)	Rolling Back-Order	February 2019
10mL Control Syringe (BD #309659)	Rolling Back-Order	February 2019
10mL Eccentric Tip Only (BD #305482)	In Stock	
20mL Eccentric Tip Only (BD #300613)	In Stock	
60mL Eccentric Tip Only (BD #300866)	In Stock	
2 ounce Catheter Tip (BD #309620)	In Stock	

## Syringe Convenience Trays

Product Set	Status	Expected US Channel Recovery
Allergist (BD #305535 - 305542)	In Stock	
1mL Slip-Tip (BD #309701)	In Stock	
3mL Luer-Lok (BD #309702)	In Stock	
5mL Luer-Lok (BD #309703)	Rolling Back-Order	April 2019
10mL Luer-Lok (BD #309605)	Rolling Back-Order	April 2019
20mL Luer-Lok (BD #309617)	Rolling Back-Order	February 2019
30mL Luer-Lok (BD #309618)	Rolling Back-Order	February 2019
60mL Luer-Lok (BD #309680)	In Stock	

## Oral Syringe

Product Set	Status	Expected US Channel Recovery
<b>Clear Oral Syringe</b>		
SYRINGE ORAL 1ML CLEAR (BD #305217)	In Stock	
SYRINGE ORAL 3ML CLEAR (BD #305220)	In Stock	
SYRINGE ORAL 5ML CLEAR (BD #305218)	In Stock	
SYRINGE ORAL 10ML CLEAR (BD #305219)	Rolling Back-Order	February 2019
<b>Amber Oral Syringe</b>		
SYRINGE ORAL 1ML AMBER (BD #305207)	Rolling Back-Order	January 2019
SYRINGE ORAL 3ML AMBER (BD #305210)	Rolling Back-Order	January 2019
SYRINGE ORAL 5ML AMBER (BD #305208)	Rolling Back-Order	January 2019
SYRINGE ORAL 10ML AMBER (BD #305209)	In Stock	
<b>Clear Oral Syringe with Amber Plunger Rod</b>		
SYRINGE CLEAR 1ML ORAL AMBER PLUNGER ROD (BD #303084)	In Stock	
SYRINGE CLEAR 3ML ORAL AMBER PLUNGER ROD (BD #303085)	In Stock	
SYRINGE CLEAR 5ML ORAL AMBER PLUNGER ROD (BD #303086)	In Stock	
SYRINGE CLEAR 10ML ORAL AMBER PLUNGER ROD (BD #303087)	In Stock	
SYRINGE CLEAR 30ML ORAL AMBER PLUNGER ROD (BD #305862)	In Stock	

## Enteral Syringe with UniVia Connection

Product Set	Status	Expected US Channel Recovery
SYRINGE ENTERAL 1ML CLEAR (BD #305851)	Rolling Back-Order	January 2019
SYRINGE ENTERAL 3ML CLEAR (BD #305853)	Rolling Back-Order	January 2019
SYRINGE ENTERAL 5ML CLEAR (BD #305855)	Rolling Back-Order	January 2019
SYRINGE ENTERAL 10ML CLEAR (BD #305857)	Rolling Back-Order	January 2019
SYRINGE ENTERAL 20ML CLEAR (BD #302837)	In Stock	
SYRINGE ENTERAL 30ML CLEAR (BD #302836)	Rolling Back-Order	March 2019
SYRINGE ENTERAL 60ML CLEAR (BD #305863)	In Stock	

## SafetyGlide Needle & Syringe Combo

Product Set	Status	Expected US Channel Recovery
<b>SafetyGlide Needle Only</b>		
SafetyGlide Needle	In Stock	
<b>SafetyGlide Needle &amp; Syringe Combo</b>		
1mL Syringe & SafetyGlide Needle Combo	Rolling Back-Order	February 2019
5mL Syringe & SafetyGlide Needle Combo	In Stock	
10mL Syringe & SafetyGlide Needle Combo	In Stock	
3mL Syringe & SafetyGlide Needle Combo	Rolling Back-Order	February 2019



## Integra Syringe

Product Set	Status	Expected US Channel Recovery
3mL Syringe with detachable needle	In Stock	

## Eclipse Needle

Product Set	Status	Expected US Channel Recovery
Eclipse Needle only	In Stock	
Eclipse Needle & Syringe Combo	In Stock	

## SafetyGlide Syringe for TB and allergy

Product Set	Status	Expected US Channel Recovery
Syringe with permanently attached needle	In Stock	

## Safety-Lok Syringe

Product Set	Status	Expected US Channel Recovery
Syringe with detachable needle	In Stock	

## Allergy Syringes

Product Set	Status	Expected US Channel Recovery
Syringe with permanently attached / detachable needle	In Stock	

## TB Syringes

Product Set	Status	Expected US Channel Recovery
Syringe with permanently attached needle	In Stock	

## Blunt Fill Needle and Syringe Combos

Product Set	Status	Expected US Channel Recovery
Blunt Filter Needle (BD #305211)	In Stock	
Blunt Fill Needles (BD #305180 / 305181 / 305183)	In Stock	
3mL Syringe & BFN Combo (BD #305060)	Rolling Back-Order	March 2019
5mL Syringe & BFN Combo (BD #305062)	In Stock	
10mL Syringe & BFN Combo (BD #305064)	In Stock	

## Nokor Needles

Product Set	Status	Expected US Channel Recovery
Nokor Point Filter Needle (BD #305201)	In Stock	
Nokor Admix Needle (BD #305215 / 305216)	In Stock	
Nokor Vented Needle (BD #305213)	In Stock	

## Conventional Needles

Product Set	Status	Expected US Channel Recovery
NEEDLE 27GA 1-1/2IN (BD #301629)	Rolling Back-Order	April 2019
NEEDLE 30X1/2 IN (BD #305106)	Rolling Back-Order	March 2019
NEEDLE 27X1/2 IN (BD #305109)	Rolling Back-Order	March 2019
NEEDLE 26X5/8 IN (BD #305111)	In Stock	
NEEDLE 26X1/2 IN (BD #305115)	In Stock	
NEEDLE 23X1-1/4 RB (BD #305120)	In Stock	
NEEDLE 25X5/8 IN (BD #305122)	In Stock	
NEEDLE 25X7/8 RB (BD #305124)	Rolling Back-Order	April 2019
NEEDLE 25X1 RB (BD #305125)	Rolling Back-Order	April 2019
NEEDLE 25X1-1/2 RB (BD #305127)	Rolling Back-Order	April 2019
NEEDLE 30X1 RB (BD #305128)	In Stock	
NEEDLE 21X2 RB (BD #305129)	Rolling Back-Order	April 2019
NEEDLE 27X1-1/4 RB (BD #305136)	Rolling Back-Order	April 2019
NEEDLE 22X3/4 RB (BD #305142)	Rolling Back-Order	April 2019
NEEDLE 23X3/4 RB (BD #305143)	In Stock	
NEEDLE 23X1 RB (BD #305145)	In Stock	
NEEDLE 22X1 RB (BD #305155)	Rolling Back-Order	April 2019
NEEDLE 22X1-1/2 RB (BD #305156)	Rolling Back-Order	April 2019
NEEDLE 21X1 RB (BD #305165)	In Stock	
NEEDLE 21X1-1/4 RB (BD #305166)	In Stock	
NEEDLE 21X1-1/2 RB (BD #305167)	Rolling Back-Order	April 2019
NEEDLE 20GA 1IN (BD #305175)	Rolling Back-Order	April 2019

## Conventional Needles (continued)

Product Set	Status	Expected US Channel Recovery
NEEDLE 20X1-1/2 RB (BD #305176)	Rolling Back-Order	April 2019
NEEDLE 21X1 RB TW (BD #305177)	In Stock	
NEEDLE 18X1-1/2 RB TW (BD #305185)	In Stock	
NEEDLE 19GA 1IN TW (BD #305186)	In Stock	
NEEDLE 19X1-1/2 RB TW (BD #305187)	Rolling Back-Order	April 2019
NEEDLE 21X1-1/2 RB TW (BD #305190)	In Stock	
NEEDLE 23X1 RB TW (BD #305193)	In Stock	
NEEDLE 23X1-1/2 RB TW (BD #305194)	In Stock	
NEEDLE 18X1 RB (BD #305195)	Rolling Back-Order	February 2019
NEEDLE 18X1-1/2 RB (BD #305196)	In Stock	
NEEDLE 16X1 RB (BD #305197)	In Stock	
Needle 16Gx1-1/2in RB (BD #305198)	In Stock	
NEEDLE 26X3/8 IN IB (BD #305159)	In Stock	
NEEDLE 20GA 1IN SB (BD #305178)	Rolling Back-Order	January 2019
NEEDLE 20X1-1/2 SB (BD #305179)	In Stock	
NEEDLE 19GA 1IN TW SB (BD #305188)	Rolling Back-Order	April 2019
NEEDLE 19X1-1/2 SB TW (BD #305189)	In Stock	
NEEDLE 18X1-1/2 SB (BD #305199)	In Stock	
NEEDLE FILTER 19X1-1/2 TW (BD #305200)	In Stock	

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